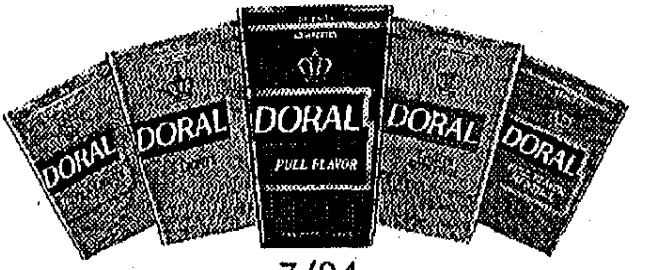
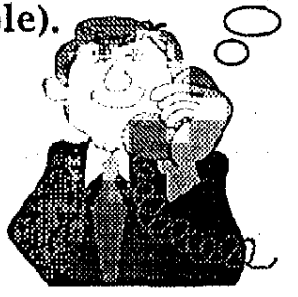
Buffalo  Bulletin

7/94

What's Hot!!!

- **Earnings, Earnings, Earnings!!!**
  1.4 in '94
- **Select Sales**
- **Full Price/Savings Presence Enhancement Program.**
- **Joe's Place (Now that all components are available).**
- **New Materials Ordering System.**
- **ROU Assessment - Action Plan**
- **N.Y. State Fair Program**
- **Simplified Workplan**

Quote of the Month:
"Positive Thinking will let you do everything better than negative thinking will."



We appreciate your honest input on the ROU Assessment!! Hopefully you found our comments and Action Plan interesting and useful as well.

Your extra efforts on 'impact days,' Marketing Monday, 7-15 Program and other special coverage patterns, are making a difference. Our *CAMEL* and *SELECT* business is growing faster than we can supply the warehouses. *Keep up the good work!!!*

Please follow the below guidelines when Deleting and Ending Contracts, and Deleting Calls, as these mistakes are often made and will cause the return of a 7101:

Ending Contracts: (E) Should be utilized for a contract that has been paid on the Pay Register prior to the Ending Date.

Deleting Contracts: (D) Should **only** be used for a contract that has never been paid on the Pay Register. i.e. an incorrect contract placed SIS.

Deleting a Call: All Contracts must be ended prior to Deletion. If contracts are not ended, proper ending dates will not be shown, thus resulting in non-payment.

When adding a contract, which replaces a current contract in SIS (i.e. SS1 84 rows replaces SS1 77 rows), proper ending date of the present contract must be inputted before new contract can be punched in. When ending the first contract , add the correct contract in the *next* month, not the *same* month, which will result in payment for **both** contracts in the *one* month.

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Source: https://www.industrydocuments.ucsf.edu/docs/thvn0000

Please follow the below Deadlines, as the ROU also has their own Deadline! Dates are staggered to lessen the Workload.

Vending Pay Register Deadlines	
1622	7/5
1623	7/7
1624	7/11
1626	7/13
1632	7/13

Preliminary Pay Register Deadlines	
1622	7/25
1623	7/18
1624	7/15
1626	7/22
1632	7/20

Temporary Display Contracts: When filling out these contracts, it is **not** necessary to list the Bonus, which will be paid via Draft.

A new enhancement has recently been added to SIS. If an account has incorrect Tax I.D. information, the Poqet will not allow you to enter a Draft. You must correct the Tax Info by sending in a 7101. Attach the Draft to the corrected 7101, and Amy will enter.

VENDING

If a change on the Pay Register is made showing an increase or decrease in $$$'s, a reason must be given!! (i.e. Gain or Loss of Locations). If a reason is not listed on the Pay Register, it will not be processed. Reaudits, cost $2.00 per location, payable by the Vendor.

WHAT'S NEW

Materials ordering System put together by Darren. If you have not received it yet, you will shortly. We think you're going to like it!

A 800# for the ROU
1-800-942-6647

Welcome to our new colleagues!

Pamela Pesch
Tracy Schoonmaker
Martin Williams
Maryanne Urban
Scott Wilson
Linda Matuszewski
Jayne MacDonald
Robert Ritenauer
Victoria Rosemond
Todd Martel
Thomas Walker
Jeff Holsopple
Bobbi Schneider
Geraldine Militello
Carolyn Storm
Judy Stewart
Ralph Boerio

Thanks for your suggestion, Belinda Richardson!!!

Happy Birthday, Happy Birthday!!!
Martha Faulk (7/17), Marilyn Halstead (7/22), Dan French (7/10), Sue Haskin (7/25), Harold Suhr (7/11), Bob Balmer (7/13), Linda Matuszewski (7/11), Chuck Dolnosich (7/20), Lisa Haener (7/24), Staci Neal (7/23), & Judy Campbell (7/31).

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Source: https://www.industrydocuments.ucsf.edu/docs/thvn0000

BEST PRACTICES
7/94

- **ASR, Ralph Canu #1623**

With the trend toward variable rate contract payments (i.e. Joe's Place, Full Price & Savings Presence Enhancement Program, 1-sheet, etc.) it has become difficult to remember what you have agreed to pay each account. Ralph's approach is to record the monthly amount in the Contact/Title section of the *Poqet*. More specifically, he places it in the secondary section for easy retrieval. This then provides ready access to payment information if questions should arise with retailers. *Excellent idea, Ralph.* It minimizes confusion and a lot of paper as well!!

***Remember, you may voicemail me @ 69020 to share a best practice that saves you considerable time, sells more product or any other thing you feel would be beneficial to others in the Region.

Scott

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Source: https://www.industrydocuments.ucsf.edu/docs/thvn0000